

RESUME

RAMKUMAR R, D.M.E

S/o Mr.R.Rajagopalan,
B 204, (13th Row, Rose Block, 2nd Floor),
Garden City, Nagarajapuram-Perur Road,
Vedapatti Post, Coimbatore – 641007.
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CAREER OBJECTIVE:

To obtain any passion in your esteemed organization where I will have the opportunity of my Diploma Engineering education for the valuable growth of the organization as well as further my career prospects.

CAREER SUMMARY:

- Presently I'm working in **TVS BRAKES INDIA LTD.**
- 17 months worked at **ASHOK LEYLAND LTD.**
- 11 months worked at **TVS WHEELS INDIA LTD.**

WORKING INTEREST:

- Sales and Marketing,
- Designing/R & D.

PROFESSIONAL EXPERIENCE:

- Company: **BRAKES INDIA LTD.,** (Chennai HO, Coimbatore)

Year of experience: From April 2018 to till date.

Designation: Field Parts Engineer, South Zone-TN2 (Parts Sales/Corporate Marketing - IAM)

Roles and Responsibilities:

- Meet sales targets for the Independent after Market segment in the identified territory Brake Parts, Brake Fluid, Coolant and Ez – Clean product segment and any other product segment as launched by the company.
- Estimates targets for sales (product wise & segment wise) in the identified territory in order to achieve the targeted growth rates.
- Monitors GAPS in sales, identify, implement action plans and monitor improvements in order to ensure the targets are met.
- Identifies and develops potential markets for increasing sales.
- Develops Dealer in order to increase the reach for our products in the territory.
- Provides relevant inputs related to our products and pricing to our distributors, dealers and end users in order to increase the range of products sold.
- Identifies product acceptability GAPS in the market, plans promotional activities and monitor improvements in order to improve the awareness and acceptability for our products.
- Suggests areas for improvement at our distributor branches in order to improve territory coverage and range of products sold.
- Reviews orders & stocks levels with distributor branches so as to ensure availability of parts.
- Recommends warranty acceptance/rejection based on product inspection and as per the warranty policy of the organization to ensure good products are available in the market.
- **Handling South Zone (Coimbatore, Erode, Namakkal, Madurai, Tirunelveli) and 3 Distributors (TVS OESL, MAS, IMPAL) 18 Branches.**

- Company: **ASHOK LEYLAND LTD.**, (Salem AO, Location - Coimbatore)

Year of experience: 17 Months, From Oct 2016 to till Mar 2018.

Designation: Customer Support Engineer (Parts Sales/Marketing)

Roles and Responsibilities:

- To develop the market intelligence and find the current market trend,
- To achieve sales target annually/quarterly/monthly,
- To find potential area from our territory to increase value of business,
- To develop Channel partners and network expansions,
- To mapping new retailer shop from our territory,
- To monitoring primary sales target for distributor,
- To ensuring the OTD (On Time delivery) of every retailer and channel partner,
- To Co-ordinate with Dealer parts manager (DPM) and Dealer parts executive (DPE) to meet new retailer shops,
- To find the competitor price list details
- To develop the Branding and promotional activities,
- To monitoring competitor product and develop in our OE and new schemes ,
- To develop the mechanic base level to top level OE parts user
- To arrange vehicle off road spare parts planning,
- To attend and solved the pre fitment and post fitment spare parts warranty claims,
- To conduct special training activities for mechanic,
- To find the competitor schemes details,
- To conduct the After-market mechanic loyalty programmes implementation,
- To attend the workshop visit for end user support,
- To provide rapid solutions to customer queries,
- To develop the business from our territory,
- To meet fleet operator and Bus operator for new channel development and product development,
- To build the relation for supplier, distributor and end user mechanic,
- To Manage the team (5 members) – Team Coordinator.

- Company: **TVS WHEELS INDIA LTD.**, (Chennai)

Year of experience: 11 Months, from June 2015 to May 2016

Designation: Diploma Trainee (Tool Room, CNC)

Roles and Responsibilities:

- Produces machined parts by programming, setting up, and operating a computer numerical control (CNC) machine.
- Maintaining quality and safety standards, keeping records, maintaining equipment and supplies.
- Technical maintenance and Quality control.

ACADEMIC:

COURSE	NAME OF COLLEGE	UNIVERSITY/BOARD	YEAR OF PASSING	% MARK
DME	Rane Polytechnic Technical Campus, Trichy	DOTe	Apr.2015	81%

ADDITIONAL QUALIFICATION:

- Designing course (AUTO CAD & NX CAD and CAM),
- CNC programming course,
- Glass processing Course,
- Diploma In Computer Application (DCA),
- Desk Top Publishing (DTP),
- First Aid Course.

PERSONAL STRENGTH:

- Assigned work will be taken complete with self / initiative interest on a direction given by a superior time to time and complete the job in time.
- Willing to learn more.
- Team Work.

PERSONAL DETAILS:

Father's Name	- R.Rajagopalan
Mother's Name	- R.Padmavathy
Date of birth	- 09-01-1995
Sex	- Male
Marital Status	- Single
Nationality	- Indian
Religion	- Hindu - Brahmin
Languages known	- Tamil and English (Read, Write & speak), Marathi (Speak only), Telugu (Speak only).
Address	- B 204, (13 th Row, Rose Block, 2nd Floor), Garden City, Nagarajapuram-Perur Road, Vedapatti Post, Coimbatore – 641007.

DECLARATION:

I hereby declare that all above information is true and correct to the best of my knowledge.

Place: Coimbatore

(R.RAMKUMAR)

Date: __/__/__

SIGNATURE

